



Liquor Distribution Branch

Ministry of
Consumer and
Corporate Affairs

James J. Hewitt,
Minister

62nd Annual Report

April 1, 1982 -
March 31, 1983

PORT OF TFINO □ PARKSVILLE NORTH □ UCLUELET □ ATLIN □ STEWART □ CASSIAR □ GREEN
GREENWOOD □ GRAND FORKS □ KEREMEOS □ PENTICTON □ OLIVER □ OSOYOOS □ PENTICT
CTON PLAZA □ ROYAL OAK □ KENSINGTON □ SOUTH BURNABY □ NORTH BURNABY □ MIDDLE
□ MIDDLEBURY □ BRENTWOOD □ LOUGHEED PLAZA □ QUESNEL □ CACHE CREEK □ WILLIAMS
WILLIAMS LA □ QUESNEL WEST □ CLINTON □ 100 MILE HOUSE □ ABBOTSFORD □ CHILLIW
CHILLIWACK □ SING □ GOLDEN □ INVERMERE □ RADIUM □ CAMPBELL RIVER □
RIVER □ CUMBERLAND □ MCNEILL □ PORT ALICE □ ALERT BAY □ COM
MOX □ PORT HARDY □ COMO LAKE □ AUSTIN ROAD □
ROAD □ PORT MOODY □ GABRIOLA ISLAND □ C
REMAINUS □ WHITE ROCK □ PARK □ SCOTTSDALE □ KE
NNEDY HEIGHTS □ MISSIO □ LANGFORD □ COLWOOD □
DI'WOOD □ SOOKE □ McB □ MOUNT □ MACKENZIE □ PRIN
PRINCE GEORGE - HART □ GE - COLLEGE HEIGHTS □ PRI
PRINCE GEORGE - 20th □ K □ VALLEYVIEW □ BARRIERE
ARRIERE □ LOGAN LAKE □ W □ SANBROOK □ FERNIE □ SPAR
□ SPARWOOD □ KIMBERLEY □ CLOVERDALE □ ALDE
DALE □ ALDERGROVE □ FORT LA □ RIVER □ GIBSONS □ OCEA
N FALLS □ MADEIRA PARK □ SE □ STREET □ HAREWOOD □ TE
DD □ TERMINAL PARK □ NELSON □ STON CANYON □ 10th STREET
□ 8th & McBRIDE □ VERNON □ RT ST. JOHN □ FORT NELSON
SON □ HUDSON HOPE □ RT □ DOLLARTON □ LYNN VALLEY
EY □ BURNS LAKE □ DER □ GRANISLE □ FORT ST. JAI
JAMES □ PRINCE RUPE □ MA □ CHARLOTTE CITY □ KASLO □
□ REVELSTOKE □ NEW INVER □ OWNE □ SHELLMONT □ S
EAFAR □ ROSSLAND □ MAIL □ TRAFALGAR SQUARE
SQUARE □ CEDAR HILL □ ENDERB □ LMON ARM □ ENDERB
ERBY □ SICAMOUS □ ARMSTRONG □ KITIMAT □ HAZEL
TON □ KELOWNA - LEON □ SUMMERL □ KELOWNA SO
LOWNA SOUTH □ RUTLAND □ DAWSON □ WHALLEY □
VALLEY □ GUILDFORD □ MARPOLE □ HAR □ HASTINGS & S
□ SLOCAN □ VICTORIA DRIVE □ 4th & □ DUNBAR
AR □ COMMERCIAL □ CARDERO □ SE □ THURLOW
MURLOW □ ARBUTUS □ 13th & GRANVILLE □ 9th & C
9th & CAMBIE □ KERRISDALE □ ROBSON □ & □ LILLO
UM □ YATES STREET □ JAMES BAY □ FORT □ HIL
A & HILLSIDE □ WEST VANCOUVER □ PEMBERTON □ APILANO MALL □ SQUAMISH □ PARK RO
ARK ROYAL □ WHISTLER □ ASHCROFT □ LILLOOET □ MERRITT □ PRINCETON □ HOPE □ LY
□ LYTTON □ QUALICUM □ PORT ALBERNI - 10th □ PARKSVILLE □ GOLD RIVER □ TANSIS □
TANSIS □ PORT ALBERNI - NORTHPORT □ TOFINO □ PARKSVILLE NORTH □ UCLUELET □ ATLIN

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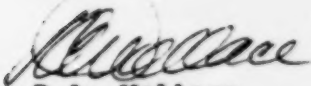
December 30, 1983

Honourable James J. Hewitt
Minister of Consumer and
Corporate Affairs
Parliament Buildings
Victoria, British Columbia

Sir:

I have the honour to transmit herewith the Sixty-second Annual Report of the Liquor Distribution Branch, covering the year ended March 31, 1983.

I have the honour to be,
Sir,
Your obedient servant,

A handwritten signature in dark ink, appearing to read 'R.A. Wallace', written in a cursive style.

R.A. Wallace
General Manager

ORGANIZATION AND SCOPE

The Moderation Act of 1921 established the provincial government as exclusive importer, shipper and seller of alcoholic beverages in British Columbia. In June of that year, the first liquor stores opened for business under the Liquor Control Board.

The Liquor Control Board was responsible for all liquor activities under Government control until 1975, when it was abolished and government liquor operations were reorganized. Two branches, currently under the Ministry of Consumer and Corporate Affairs, were created to handle the separate but closely related areas of distribution and control and licensing.

The purpose of the Liquor Distribution Branch is, in accordance with the Liquor Distribution Act, to provide service acceptable to consumers, achieve established financial returns, provide suppliers with a controlled access to the marketplace on a fair and equitable basis and encourage moderation and maturity in the use of alcoholic products.

The Liquor Distribution Branch is solely responsible for the selection, purchase, pricing and distribution of all alcoholic beverages (wine, spirits and beer) throughout the Province, through a retail store system and to license-holders. The Branch handles duty-paid and in-bond products and bottles its own line of private label products. All financial returns from retail liquor sales and licensee assessments are controlled by the Branch.

The Liquor Control and Licensing Branch is responsible for the receipt of applications, approval and issuing of licenses to all liquor outlets other than retail stores (i.e. hotels, restaurants, clubs) and oversees and controls the performance of the licensees. As well, the Branch licenses all wineries, breweries and distillers in the province and their agents, and monitors and controls liquor advertising and sales promotion. With Headquarters in Victoria, the Liquor Control and Licensing Branch has inspection offices around British Columbia.

A portfolio of approximately 2,000 products is offered for sale to the Liquor Distribution Branch's customers. With more than 200 outlets in the Province, approximately 3,500 employees at peak periods, sales approaching \$1 billion dollars, and 75 million customer contacts per year, the Branch is the largest retail organization in British Columbia. A 10 acre head office and distribution centre complex is maintained in Vancouver, with a satellite distribution centre in Kamloops.

THE GENERAL MANAGER'S REPORT

It has been my pleasure to serve as General Manager for the year covered by this report.

During 1982-83, the Liquor Distribution Branch continued as a consumer-oriented, progressive retail organization committed to service and social responsibility within its large operations.

As a major revenue producing body, the branch transferred \$337,088,644 to the province, an increase of 4.8 per cent over the previous fiscal year.

I want to take this opportunity to publicly thank the staff of the branch for their hard work and dedication to serving the people of British Columbia. Complete operational highlights and the branch's audited financial statements for the year are provided in the following sections of this report.

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THE YEAR AT A GLANCE

For the Year Ending March 31, 1983

SALES

Through Liquor Stores

Counter	\$722,920,847
Licensee	\$113,121,452
	<u>\$836,042,299</u>

Direct Deliveries to Licensees

Malt Liquor	\$148,768,746
-------------------	---------------

All Sales Total	<u>\$984,808,045</u>
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REVENUE

Net Revenue	\$337,088,644
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OPERATING EXPENSES

Total Operating Expenses	\$ 98,371,282
--------------------------------	---------------

STORES

Government Liquor Stores	214
Agency Stores	80
Total Outlets	<u>294</u>

PERSONNEL

Regular Employees	1,950
Auxiliary Employees	1,522
Total Personnel	<u>3,472</u>

PRODUCTS

Cases Shipped

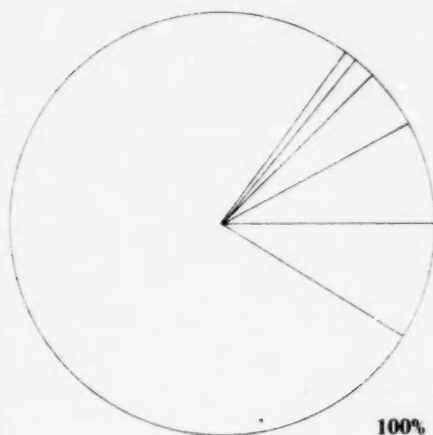
From Vancouver	6,601,992
From Kamloops	1,542,645
Total	<u>8,144,637</u>

PRODUCTS CARRIED

General Listings	1,328
Specialty Listings	493
Total	<u>1,821</u>

Total Liquor Consumption — Hectolitres

For the Year Ended
March 31, 1983

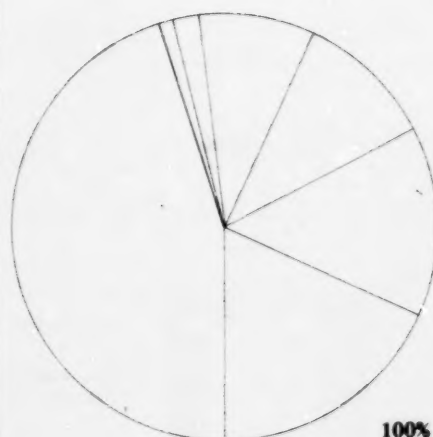


Domestic Beer	74.3%
Cider	1.3%
Import Beer	2.3%
Import Wine	4.6%
Domestic Wine	8.3%
Spirits	9.2%

Total Consumption
3,029,858 Hectolitres

Dollar Sales,

For the Year Ended
March 31, 1983



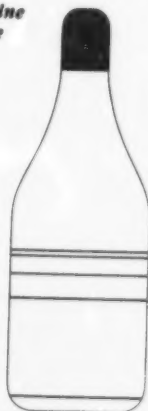
Spirits	43.8%
Cider	.8%
Import Beer	1.7%
Domestic Wine	9.5%
Import Wine	9.4%
Domestic Beer - Direct Deliveries to Licensees	15.1%
Domestic Beer - Through Government Liquor Stores	19.7%

Total Sales
\$983,897,934

Retail Price Breakdown

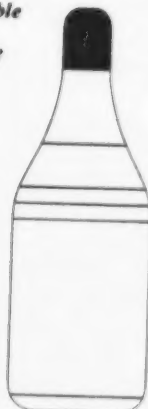
Examples as at
March 31, 1983

B.C. Table Wine
750ml bottle



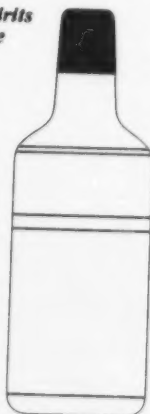
Prime Cost from Supplier	1.90
Freight	.03
Federal Excise Tax	.27
Federal Sales Tax	.26
LDB Markup	1.23
Provincial Sales Tax	.26
Total Cost to Consumer	3.95

Imported Table Wine
750ml bottle



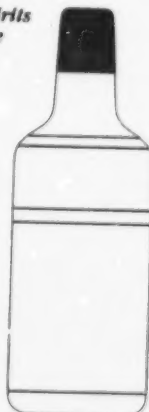
Prime Cost from Supplier	1.44
Freight	.66
Federal Import Duty and Excise Tax	.32
Federal Sales Tax	.20
LDB Markup	2.89
Provincial Sales Tax	.39
Total Cost to Consumer	5.90

Domestic Spirits
710ml bottle



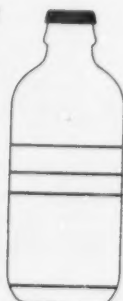
Prime Cost from Supplier	1.95
Freight	.04
Federal Excise Duty	2.41
Federal Sales Tax	.53
LDB Markup	5.68
Provincial Sales Tax	.74
Total Cost to Consumer	11.35

Imported Spirits
710ml bottle



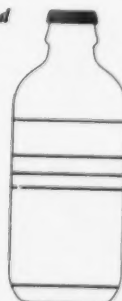
Prime Cost from Supplier	2.65
Freight	.37
Federal Import Duty	2.48
Federal Sales Tax	.62
LDB Markup	7.34
Provincial Sales Tax	.94
Total Cost to Consumer	14.40

Regular Bottled Domestic Beer
(Case of 12 x 341 ml)



Prime Cost from Supplier	3.57
Federal Excise Duty	.63
Federal Sales Tax	.51
LDB Markup	2.35
Provincial Sales Tax	.49
Total Cost to Consumer	7.55

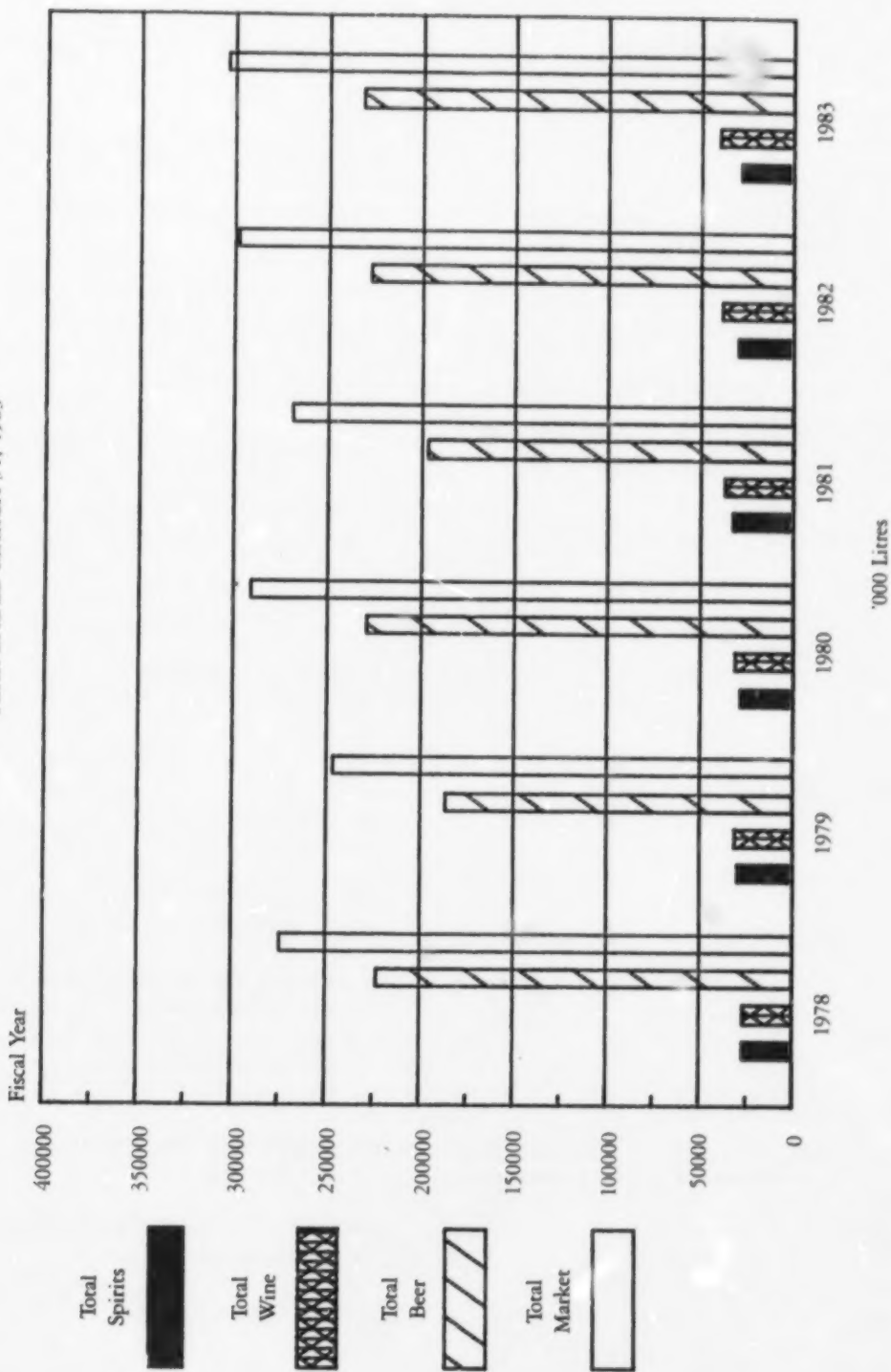
Bottled Imported Beer
(Case of 6 x 355 ml)



Prime Cost from Supplier	1.98
Freight	.84
Federal Import Duty	.46
Federal Sales Tax	.29
LDB Markup	2.97
Provincial Sales Tax	.46
Total Cost to Consumer	7.00

VOLUME SALES ('000 LITRES)

YEAR ENDED MARCH 31, 1983



ORGANIZATION CHART

As at March 31, 1983

Ministry of Consumer and
Corporate Affairs

B.C. Liquor Distribution
Branch

Minister - The Honourable
J.J. Hewitt

Deputy Minister -
M.A. (Jill) Bodkin

General Manager -
R.A. Wallace

Chief Auditor - D.W. Chung

Communications Manager
(Acting) - P.A. Vest

Director, Distribution -
D.B. Wilkinson

Manager, Employee
Relations - K.L. Leigh

Director, Finance - L.N. Dyer

Director, Management
Services - R.L. Simpson

Director, Purchasing -
K.D. Brownlow

Manager, Recruitment and
Staff Development - P.A. Vest

Security Manager -
J.R. Bowcott

Executive Secretary -
L.A. Burfoot

Director, Store Operations -
C.E. Ruddick

**COMPARATIVE CLASSIFICATION
OF SALES**

**For the Year Ending
March 31, 1983**

	<u>1983</u>	<u>1982</u>
SPIRITS		
Canadian	\$312,620,975	\$304,211,110
Imported	117,701,288	114,129,336
Total	<u>\$430,322,263</u>	<u>\$418,340,446</u>
WINES		
British Columbia	\$ 92,385,046	\$ 80,876,706
Other Canadian	941,199	2,023,303
	<u>93,326,245</u>	<u>82,900,009</u>
Imported	93,027,985	95,635,124
Total	<u>\$186,354,230</u>	<u>\$178,535,133</u>
MALT LIQUOR (BEER)		
Canadian	\$342,722,257	\$296,551,952
Imported	16,210,559	12,605,455
Total	<u>\$358,932,816</u>	<u>\$309,157,407</u>
CIDER		
Canadian	\$ 8,167,844	\$ 4,537,575
Imported	120,781	79,255
Total	<u>\$ 8,288,625</u>	<u>\$ 4,616,830</u>
TOTAL LIQUOR SALES	\$983,897,934	\$910,649,816
Non-Alcoholic Sales	<u>910,111</u>	<u>983,416</u>
ALL SALES - TOTAL	\$984,808,045	\$911,633,232
Less Direct Deliveries to Licensees (Malt Liquor)		
Canadian	<u>\$148,765,746</u>	<u>\$130,989,255</u>
LIQUOR DISTRIBUTION BRANCH SALES	<u><u>\$836,042,299</u></u>	<u><u>\$780,643,977</u></u>

AUDIT

The annual audit of the accounts of the British Columbia Liquor Distribution Branch was completed by the Auditor General for the fiscal year ended March 31, 1983. The Auditor General's report on the audit is incorporated in her report to the Legislative Assembly for that fiscal year.

BALANCE SHEET

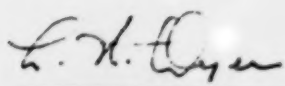
For the Year Ended March 31, 1983

	<u>1983</u>	<u>1982</u>
<u>ASSETS</u>		
<u>CURRENT ASSETS</u>		
Cash (note 2)	\$ 6,403,947	\$ -
Accounts Receivable	586,537	680,165
Inventories	39,893,813	35,175,457
	<u>46,884,297</u>	<u>35,855,622</u>
 FIXED ASSETS, at cost (note 3)	 30,030,094	 27,223,902
Less accumulated depreciation	<u>15,147,851</u>	<u>11,575,403</u>
	<u>14,882,243</u>	<u>15,648,499</u>
	<u>\$ 61,766,540</u>	<u>\$ 51,504,121</u>
 <u>LIABILITIES</u>		
<u>CURRENT LIABILITIES</u>		
Bank overdraft (note 2)	\$ -	\$ 1,085,537
Accounts payable and accrued liabilities	<u>39,962,303</u>	<u>33,091,009</u>
	39,962,303	34,176,546
 PROVINCE OF BRITISH COLUMBIA		
Working capital advance	<u>21,804,237</u>	<u>17,327,575</u>
	<u>\$ 61,766,540</u>	<u>\$ 51,504,121</u>
Commitments (note 5)		

The accompanying notes are an integral part of these financial statements.



R. A. Wallace,
General Manager



L. M. Dyer,
Director of Finance

STATEMENT OF INCOME

For the Year Ended
March 31, 1983

	<u>1983</u>	<u>1982</u>
SALES (note 4)	\$836,042,299	\$780,643,977
COST OF MERCHANDISE SOLD	<u>450,062,238</u>	<u>413,235,446</u>
	385,980,061	367,408,531
PROVINCIAL MALT LEVY (note 4)	<u>47,728,689</u>	<u>42,971,719</u>
	433,708,750	410,380,250
OPERATING EXPENSES (Schedule)	<u>98,371,282</u>	<u>90,566,428</u>
	335,337,468	319,813,822
OTHER INCOME	<u>1,751,176</u>	<u>1,866,112</u>
NET INCOME	<u>\$337,088,644</u>	<u>\$321,679,934</u>

STATEMENT OF CHANGES
IN PROVINCIAL ADVANCE

For the Year Ended
March 31, 1983

	<u>1983</u>	<u>1982</u>
Balance at beginning of period	\$ 17,327,575	\$ 4,479,407
Net income	337,088,644	321,679,934
Cash payments to Provincial Treasury	<u>(332,611,982)</u>	<u>(308,831,766)</u>
BALANCE AT END OF YEAR	<u>\$ 21,804,237</u>	<u>\$ 17,327,575</u>

STATEMENT OF CHANGES
IN FINANCIAL POSITION

For the Year Ended March 31, 1983

	<u>1983</u>	<u>1982</u>
FUNDS DERIVED FROM OPERATIONS:		
Net income	\$337,088,644	\$321,679,934
Add charges not involving an outlay of funds		
Depreciation	3,693,543	2,938,556
Net book value of fixed asset disposals	<u>-</u>	<u>66,835</u>
	<u>340,782,187</u>	<u>324,685,325</u>
FUNDS APPLIED TO:		
Acquisition of fixed assets	2,927,287	8,846,115
Cash payments to the Provincial Treasury	<u>332,611,982</u>	<u>308,831,766</u>
	<u>335,539,269</u>	<u>317,677,881</u>
Increase in working capital	5,242,918	7,007,444
Working capital (Deficiency), at beginning of year	<u>1,679,076</u>	<u>(5,328,368)</u>
WORKING CAPITAL AT END OF YEAR	<u><u>\$ 6,921,994</u></u>	<u><u>\$ 1,679,076</u></u>
WORKING CAPITAL		
Current assets	\$ 46,884,297	\$ 35,855,622
Current liabilities	<u>39,962,303</u>	<u>34,176,546</u>
WORKING CAPITAL AT END OF YEAR	<u><u>\$ 6,921,994</u></u>	<u><u>\$ 1,679,076</u></u>

NOTES TO FINANCIAL STATEMENTS

For the Year Ended March 31, 1983

1. SIGNIFICANT ACCOUNTING POLICIES:

Revenues and expenses are reflected on an accrual basis.

Merchandise inventory is valued at its latest landed cost. Customs and excise taxes are not included in the value of inventory where payment is due upon shipment from the bonded warehouse.

Expenditures for buildings, leasehold improvements, furniture, fixtures and equipment are capitalized and are subject to depreciation on a straight line basis as follows:

Buildings	- 7 1/2 per cent per annum
Leasehold Improvements	- a minimum of 10 per cent per annum or a rate sufficient to write off the cost over the remaining life of the respective lease
Furniture, Fixtures and Equipment	- 25 per cent per annum

2. CASH (BANK OVERDRAFT):

	<u>1983</u>	<u>1982</u>
Cash on hand and in banks (overdraft)	\$(2,209,943)	\$(4,355,412)
Cash in transit	<u>8,613,890</u>	<u>3,269,875</u>
	<u>\$ 6,403,947</u>	<u>\$(1,085,537)</u>

3. FIXED ASSETS:

	<u>1983</u>		<u>1982</u>	
	<u>Cost</u>	<u>Accumulated Depreciation</u>	<u>Cost</u>	<u>Accumulated Depreciation</u>
Land	\$ 1,135,423	\$ -	\$ 1,135,423	\$ -
Buildings	10,998,648	5,153,224	10,741,936	4,596,998
Leasehold Improvements	3,518,584	927,091	2,695,964	478,342
Furniture, Fixtures and Equipment	<u>14,377,439</u>	<u>9,067,536</u>	<u>12,650,579</u>	<u>6,500,063</u>
	<u>30,030,094</u>	<u>15,147,851</u>	<u>27,223,902</u>	<u>11,575,403</u>
NET BOOK VALUE	<u>\$14,882,243</u>		<u>\$15,648,499</u>	

4. SALES:

Included in sales are non-alcoholic items amounting to \$910,111 (1982 - \$983,416).

Sales made directly to licensed establishments by authorized brewers' agents on behalf of the Liquor Distribution Branch totalling \$148,765,746 (1982 - \$130,989,255) are not included in the sales reported by the branch. The Provincial Malt Levy reported on the Income Statement represents the margin on these sales.

Sales made directly to the public by authorized Commercial Winery Agency Stores of \$1,113,727 (1982 - \$1,172,753) are not included in the sales reported by the branch.

OPERATING EXPENSES

For the Year Ended March 31, 1982

(Schedule)

	Warehouse	Retail Store	Administration	1983 Total	1982 Total
Salaries and Wages	\$ 4,428,900	\$46,816,948	\$ 7,051,366	\$58,297,214	\$54,712,449
Superannuation Fund	214,816	2,218,662	2,625,197	5,058,675	5,296,817
Unemployment Insurance	73,833	762,566	113,839	950,238	920,873
Dental and Extended Health	57,769	596,650	89,070	743,489	562,838
Canada Pension	56,680	585,396	87,390	729,466	675,941
B.C. Medical	45,797	472,994	70,610	589,401	456,812
Workers' Compensation Board	44,538	459,993	68,669	573,200	396,471
Long-Term Disability	29,112	300,677	44,886	374,675	358,247
Group Insurance	15,662	161,762	24,148	201,572	170,547
Rents	238,695	6,339,486	180,612	6,758,793	5,624,223
Data Processing	-	-	4,512,341	4,512,341	3,953,649
Depreciation	871,433	2,352,853	469,257	3,693,543	2,938,556
Freight to Stores	-	3,681,137	-	3,681,137	3,749,566
Light, Water and Fuel	297,991	1,256,483	38,390	1,592,864	1,346,840
Sundries	124,764	188,978	1,144,097	1,457,839	1,481,991
Agency Commissions	-	1,153,071	-	1,153,071	921,545
Repairs and Maintenance	85,963	558,773	472,123	1,116,859	1,280,678
Printing, Stationery and Postage	5,719	351,068	713,323	1,070,110	1,118,199
Store Wrapping Services	-	987,992	-	987,992	973,788
Travelling	12,252	596,638	375,050	983,940	985,206
Litter Act-Container Disposal Cost	-	-	823,788	823,788	200,103
Janitorial and Scavenging	27,855	458,199	150,310	636,364	544,464
Telephone and Telegraph	38,583	166,440	337,831	542,854	439,972
Armoured Car Service	-	-	496,398	496,398	420,502
Property Charges	330,968	95,973	22,576	449,517	321,604
Bank Charges	-	-	373,326	373,326	346,749
Warehouse Equipment Costs	361,332	-	-	361,332	278,810
Staff Benefits	1,757	46,877	112,650	161,284	88,988
	<u>\$ 7,364,419</u>	<u>\$70,609,616</u>	<u>\$20,397,247</u>	<u>\$98,371,282</u>	<u>\$90,566,428</u>

INTERNAL AUDIT

The Audit Division has two sections, store audit and operational audit. These sections complement each other by providing branch management with a balanced audit service ranging from audits of government liquor stores to reviews of the branch's complex systems.

The emphasis this year has been to improve the efficiency and productivity of the audit function in keeping with the government's restraint program. To achieve this objective, the over all audit approach was re-assessed and new techniques and procedures were implemented.

Store Audit

The primary functions of the store audits are: to review the financial and operational controls implemented by store managers; to confirm compliance with prescribed procedures; to verify the accuracy of financial and other information reported in respect to branch stores; to ascertain that inventories held in distribution centres are accurately counted and recorded; and to review related systems and procedures.

The number of "complete" store audits increased significantly from 129 in 1981-82 to 199 in 1982-83.

Despite a decrease in staffing, productivity was improved by upgrading certain audit procedures and by enhancing schedule techniques.

Efforts were also made to develop an audit approach that will expand the scope of the standard store audit. It is expected this new type of examination will further fulfill the needs of line managers.

Operational Audit

The Operational Audit section is small, but has highly trained staff who perform financial, operational and external audits of all branch and related activities.

During the year, external audits concentrated on assessing compliance with winery and distillery store agreements, agent stocking program agreements and the Liquor Distribution Act. As a result of these audits, administrative procedures were developed by the branch to ensure improved controls in those areas.

Significant amounts of public monies were

recovered from audits of external entities.

Financial and operational audits performed during the year provided management with objective assessments of operating controls and systems affecting day-to-day operations in selected areas.

A continuing goal of the section is to improve its level of service. To this end, comprehensive auditing techniques are being developed to report more fully on economy, efficiency and effectiveness of operations.

COMMUNICATIONS

Fiscal 1982-83 was a challenging year for the Communications Division. As well as continuing to be responsible for internal and external public relations and information programs directed at branch employees, customers, suppliers, licensees, media, special interest groups and government, the division undertook a number of major public relations projects.

Over a three-day period in late November of 1982, a Central Licensee Store #100 Open House/Tour for Licensees was held to orientate customers with store staff, branch facilities and operations. In addition, the first wine symposium and tasting event for the media was held in May with over a dozen participants from various print and electronic media. We plan to hold these events annually.

In co-operation with Corporate Planning and Research, the division participated in a province-wide survey of consumer attitudes toward the branch's retail outlets and their operation. The Communications Manager also participated as branch representative on

a community Task Force on Alcoholism in Vancouver's downtown eastside. This responsibility was later assumed by Personnel's occupational health and safety officer.

Information programs developed and implemented during the year dealt with labour relation matters, branch conversion to use of the Canadian Standard Product Code, new design labels for the BCL line of products, the popular and well publicized Beaujolais Nouveau event, item pricing in the stores and the updating of branch Telidon material.

News releases were issued to explain and/or announce new stores, products, prices and other branch activities. The Weekly News and GrapeVine staff publications were produced regularly as well as the 96-page consumer Product Catalogue, the latter two of which were published in the fall of 1982 in a new and more economical format.

The annual report and financial statements also were produced in accordance with provincial legislation.

DISTRIBUTION

The Distribution Department distributed alcoholic products to all 214 retail liquor stores throughout the province. Domestic beer continued to be shipped directly by the breweries to liquor stores and licensees. During the 1982-83 fiscal year, 8.2 million cases were distributed by the department. This figure represents a 1.8 per cent increase over the previous year's volume of 8 million cases.

Two facilities, the 250,000 square foot Broadway Distribution Centre and the 80,000 square foot Kamloops Distribution Centre, were central points for distribution of products to stores. Kamloops distributed to 69 stores in the interior of the province and accounted for approximately 20 per cent of the total distributed volume. Broadway distributed to the balance of the 145 stores located in the Greater Vancouver-Fraser Valley, Vancouver Island, Coastal, and Far North areas.

Improved service levels to the retail store was again the prime objective of the department. All stores are now on a telephone ordering service that

offers access to updated inventory with the ability to substitute in instances of "stock outs".

Many stores receive their orders the day after calling in their orders. All large, high volume stores now receive daily delivery service, minimizing warehousing requirements and at the same time enhancing product availability.

The LDB fleet of five tandem axle delivery vans continued to provide a high level of service to Greater Vancouver area stores while at the same time reducing distribution costs.

The conversion of product coding from former S.K.U. numbers to the new Canadian Standard Product Code in January, 1982, involved our Distribution operations. There is now only one C.S.P.C. number for each product in Canada, resulting in quick and accurate identification of all items in the system.

FINANCE

In its role as manager of the financial affairs of the branch, the Finance Department has a large staff of clerical and professional people. The department must provide appropriate financial information to management in a timely fashion. Emphasis is also placed on The department stresses control and accountability and covers the following functions:

- Payroll
- Disbursements
- General Ledger
- Customs and Excise
- Product Costing
- Retail Store Accounting
- Accounts Receivable
- Budgets
- Financial Analysis
- Administration
- Office Services

During the year, the department continued its program of enhancing computerized systems. Major revision was required in the payroll system, which was converted to a semi-monthly pay cycle to conform with a new collective agreement.

System enhancements in the area of retail store accounting were somewhat curtailed this year because of the major system overhaul necessitated by

the introduction of the Canadian Standard Product Code. Since a significant characteristic of the Financial Information and Control System is the Stock Master look-up feature, this change was integral to the system as a whole.

The department also implemented a considerably improved program that reports sales to licensed establishments. Comprehensive reports are now provided in a timely manner to appropriate government agencies in a format that provides for maximum usage.

While system enhancements were developing in the Payroll and Data Management sections, plans were evolving for future improvements in other divisions. In particular, improvements are foreseen in the budget program and in the automation of the processing of customs documents.

The Office Services Division contributed to an increase in efficiency with the installation of a modern telephone system in the Vancouver head office. It is anticipated that, in due course, the system will be integrated into the communications network being developed by the provincial government.

MANAGEMENT SERVICES

Corporate Systems - Data Processing

The Production System operations placed greater emphasis on efficiency improvement and cost control during fiscal year 1982-83. The Programming Support section investigated methods to reduce the Financial Information Control System (FICS) operating costs, resulting in a \$10,000 monthly saving. The new Production Control section continues to provide cost visibility and capacity planning information.

Newly-introduced "budget to actual" reports for branch departments provide a method to monitor and manage production and development system expenditures.

In-house staff training programs continued to enhance self-reliance and self-sufficiency in order to reduce the costs of computer operations and systems development.

Word processing units installed in major departments within the branch resulted in increased efficiency and greater secretarial job satisfaction.

The computer room renovation project was completed, correcting security, electrical, mechanical and structural deficiencies identified in previous years. The "open house" that followed provided user department personnel with an opportunity to see how the computer staff work for them.

Systems Planning and Development

Fiscal year 1982-83 saw the successful completion of the Canadian Standard Produce Code conversion. The project was completed on schedule, below budget and was implemented with minimal disruption to the many corporate systems affected.

Industrial Engineering

The Industrial Engineering Division provided profit improvement services to Liquor Distribution Branch management.

The division finalized the supplies and equipment system at the Lake City Centre. Responsibilities in the Store Operations minor projects program included assistance in the conversion of Stores to self-serve and in the necessary repairs and maintenance.

Corporate Planning and Research

The Corporate Planning and Research Division provided Liquor Distribution Branch management with analytical skills and research resources. The in-store customer survey conducted during the spring in approximately 25 per cent of the liquor stores was part of the Public Profile Program. The survey provided useful information on how customers perceive services, and how the branch could improve its operations and service levels. Extensive research was also done on ideal store sizes and locations. A 10-year forecast of liquor demand was generated to aid the branch in developing its long-term plans.

The division implemented its new store sizing analysis in conjunction with the market analysis. These documents are intended to assist management to decide on closures, and the impact of such actions on the stores network. Division personnel continued to provide information to internal and external parties through publication of the Quarterly Market Review, participation on the Product Catalogue team,

and informal requests for information.

To help clarify and define the division's role within the Liquor Distribution Branch, a Charter was developed.

Property Planning and Development

Property Planning and Development Division is accountable for management and administration of all aspects of the property leasing program for retail stores, warehouse and office space; conversion and upgrading of leased and/or Crown-owned stores, warehouses, and offices; related store design and construction coordination; major capital maintenance and repair projects requiring structural or mechanical changes to property, and related technical design services. The division is engaged in a three to eight year store and facilities program to meet branch requirements.

During the 1982-83 fiscal year, there were nine major store renovations and/or conversions to self-serve; new premises were opened in two locations; two stores were replaced by new upgraded outlets; and three temporary stores were established.

Property Planning and Development

Property Planning and Development Division initiated a prototype 2,500 square foot pre-fabricated store design for the replacement Clinton Crown-owned liquor store. This prototype is anticipated to have many applications for other rural and remote areas throughout the province on a cost effective, quality and functional basis.

In addition to stores completed in the 1982-83 fiscal year, planning commenced on 10 additional sites which are scheduled for completion in the early part of the next fiscal year.

New store designs continue to incorporate many innovative techniques into the branch's retail outlets, both for better customer service and improved operational productivity. Included are energy conservation features, climatized unloading facilities, heated vestibules, more labour efficient and functional checkouts and individual store decors, often carrying out the theme of the community involved.

The exterior sign program reflecting the Branch's logo continues to be expanded throughout the store system.

During the year, 45 leases for stores and office space were negotiated, representing a value of leases to term of \$40 million. The Division currently manages 198 leased premises and 30 Crown-owned premises for a total of 228 locations. The assessed market value of Crown-owned properties amounted to \$15 million, property taxes paid for both Crown-owned and leased premises amounted to \$1.3 million and existing store annual leases were more than \$5 million.

During the current fiscal year, 21 head office projects were completed. The centralized Repairs and Maintenance function which was established within the division in co-operation with Store Operations responded to 140 store needs.

Other major activities of the division included:

- an expanded formalized project management discipline and control systems materials
- handling inventory and control

- system for store fixtures and equipment
- implementation of word processing capabilities within the division
- the General Specifications Book update for B.C. Liquor Stores

Recapitulation:

New Stores in New Sites

Winfield #166
Port Hardy #168

Replacement Stores

Kelowna Willow Park #246
Kitimat #213

New Temporary Stores

Richmond Seafair #244
Clinton #201
Tumbler Ridge #169

Renovations/Conversion to Self-Serve

Cardero #112

Renovations/Conversion to Self-Serve/cont'd

Kingsgate Mall #123
Kelowna-Capri #103
Salmo #207
Ashcroft #2
Victoria Drive #87
Robson Street #233
Terrace #52
Senlac #113

Other Properties Leased/
Purchased

Atlin
Kelowna
Whistler
Prince George
Cassiar

PERSONNEL

Recruitment/Selection

The branch recruited 134 employees for regular positions and 752 auxiliaries for variable terms in 1982-83. Vacancies during the year resulted from:

Promotions	88
Resignations	30
Retirements	77
Other Reasons	14
	209

Due to restraint and poor economic conditions the recruitment program filled fewer positions this year than last.

At March 31, 1983 the Liquor Distribution Branch had 1,691 regular employees of whom 17 per cent were female and 83 per cent male.

Staff Development and Training

During the fiscal year, approximately 600 employees received training to improve their job skills through internal and external courses.

Development programs included first-line supervisory to mid-management staff courses.

Senior and store managers were introduced to the concept of results-based management, in which diverse management functions are combined to focus responsibility for planning. The program involved a five day course with extensive follow-up.

Staff attended Public Service Commission courses at the executive, administrative and clerical levels as well as courses and seminars designed especially to enhance performance on the job. The job-specific courses included distribution operating procedures for new staff and equipment operators, Financial and Information Control System (FICS) information for store staff with the responsibility for designated inputting, monitoring and correcting data and Point of Sale (P.O.S.) training for store staff responsible for programming and monitoring the electronic cash systems. New employee orientation, safety, first aid and security training was provided to individuals to improve the level of knowledge and meet requirements.

In areas where instruction was necessary but the topics were outside the

scope of branch training, individuals participated in appropriate courses given by outside agencies.

Labour Relations

The general improvement in the labour relations climate within the branch, noted in the 1981-82 period, was sustained this year. Only one arbitration took place during the fiscal year. The training seminars for first line managers were continued during this period.

The labour relations year saw a withdrawal of services by the B.C.G.E.U. due to a breakdown in the master agreement bargaining process. After a four and one-half day work stoppage in August and a one-day disruption in September, the master agreement was finally resolved in late October.

In November, the retail stores and warehouse component agreement was negotiated and was the first component signed and ratified by the employer and the union.

Following the signing of the component agreement, an extensive series of information seminars took

place with line managers to familiarize them with the revisions to both master and component agreements. These sessions took place throughout the province.

Occupational Health and Safety

This past year has seen an increase in emphasis on loss prevention aspects of Occupational Health and Safety. This has included several elements, including:

- greater monitoring of attendance
- using the branch publication, The Grapevine, to bring issues before all staff
- review long term WCB cases for possible employee retraining to enable him/her to obtain other employment.

The early placement of disabled employees into alternate employment became a priority. The employee returned to productive employment and the employer benefited from the employee's years of experience.

PURCHASING

In 1982-83, the Purchasing Department concentrated on improving its operating efficiency by dividing the responsibilities of the liquor purchasing section into two separate divisions - Liquor Programs and Liquor Inventories.

As the titles suggest, Liquor Programs is responsible for the administration of special programs and the upkeep and maintenance of departmental data requirements. Liquor Inventories is responsible for the purchase, release, and management of liquor products.

As a result of this organizational re-structuring the following improvements have been implemented:

- The Listing Exception Report (listing products which are below quota and also showing price) has improved the quality of information available to the Listing Committee. This report also expedites the receipt of data for listing from the Information Centre.
- Established data entry procedure for all new products. The new consolidated entry ensures the data now provided is of a

consistently higher quality.

- A major revamping of the purchasing and marketing policy manual was initiated and will be completed in the next fiscal year.
- The Canadian Standard Product Code numbering system was implemented on schedule. This is a six digit number which is used by all provinces to universally identify beverage alcohol products marketed in any area of Canada. All communications concerning a liquor product between provincial and federal agencies, suppliers, and agents utilize the C.S.P.C. number.
- Communication levels between the purchasing department and store employees were improved through the use of weekly memos conveying information regarding both new and delisted products.

The Joint Operations Committee was established in a successful attempt to improve communication levels between the branch and members of the industry. This committee has proved to be a useful tool for the vintners, distillers, agents, and the branch to voice their concerns and identify mutual objectives in a constructive manner.

Non-Liquor Commodities

Non-Liquor Commodities implemented several procedural changes which have increased the efficiency and control of the tendering and non-liquor purchasing process.

Listing Committee

Two sessions of the Listing Committee were held

in the spring and autumn to review the branch portfolio, and to select new products tendered for General Listing. As a result of these meetings 53 new listings were added to the selection of products, with 30 in the category of imported table wines.

Concurrently, 52 low volumes products were delisted from the portfolio.

As of March 31, 1983, the branch carried a total of 1,821 listings.

Specialty Listings

Specialty products include such items as rare or premium wines and spirits, unique products or products with unique packaging.

Domestic	38
Imported	455
Total	<u>493</u>

General Listings

General listings are those products which have been made available for distribution to all branch stores.

	<u>Domestic</u>	<u>Imported</u>	<u>Total</u>
Spirits and Liqueurs	300	167	467
Wines	379	382	761
Ciders and Beers	72	28	100
Total	<u>751</u>	<u>577</u>	<u>1,328</u>

PURCHASING

The general listings are broken down further as follows:

Domestic

Canadian Rye Whisky	95
Canadian Gin	26
Canadian Vodka	47
Canadian Rum	59
Brandy	5
Liqueurs	58
Miscellaneous Spirits (Includes Alcohol)	10
British Columbia Wines	369
Other Canadian Wines	10
British Columbia Cider	5
British Columbia Beer	67
Total	<u>751</u>

Imported

Blended Scotch Whisky	56
Malt Scotch Whisky	3
Bourbon and American Whiskey	4
Irish Whiskey	2
Dry Gin	7
Vodka	5
Rum	9
Tequila	8
Brandy and Cognac	27
Liqueurs	43
Miscellaneous Spirits	3
Fortified Wines	40
White Table Wine	187
Rose Table Wine	5
Red Table Wine	123
Sparkling Wine and Champagne	27
Sake	2
Cider	1
Beer	25
Total	<u>577</u>

SECURITY

The branch's security program is comprised of approximately 50 separate services. Specifically, the Security Division's activities were as follows:

- Approximately 950 hours were spent training employees in all aspects of security. This represents a significant improvement over previous years.
- An additional six security dual custody safes were placed in high volume stores, improving cash and employee security.
- Private armoured car services were expanded in the Kamloops area to accommodate all liquor stores.
- New private armoured car services were introduced to the liquor stores in Prince George and Okanagan Valley areas.
- Completion of a four-year program to equip all liquor stores with burglar alarm systems as well as updating several stores with modern ultrasonic systems.
- Closed circuit television installations were placed in five high-risk stores and, due to the success experienced with this type of equipment, additional installations

are planned in other stores.

- Branch incident reports increased 32 per cent, reflecting a substantial increase in staff awareness and involvement in the security program.
- Effective action by staff and the police resulted in the arrest of five suspects for five of the nine armed robberies that occurred during this reporting period.

During the past calendar year, all categories of criminal activity have increased. Therefore, to reduce these incidents, new programs and procedures have been developed with strong support from the respective police forces.

Criminal Statistics 1975 - 1983*

	<u>1975</u> (Sep- Dec)	<u>1976</u>	<u>1977</u>	<u>1978</u>	<u>1979</u>	<u>1980</u>	<u>1981</u>	<u>1982</u>	<u>1983</u> (Jan- Jun)
Robbery (Armed)	2	1	1	1	3	2	4	6	4
B & E & Theft	8	32	53	63	53	67	92	133	70
Attempted B & E	5	30	23	24	31	44	31	41	14
Theft	3	6	4	1	3	19	21	37	28
Shoplifting (Prosecutions)	10	46	37	83	66	99	144	383	187
Shoplifting (Attempts)	-	-	14	110	75	119	88	234	172
Physical Assault on Staff by Members of the Public	1	1	3	11	13	23	20	26	12
Willful/Malicious Damage	29	44	89	77	55	71	57	66	21
Totals	<u>58</u>	<u>160</u>	<u>224</u>	<u>370</u>	<u>299</u>	<u>444</u>	<u>457</u>	<u>926</u>	<u>508</u>

* Calendar years

STORE OPERATIONS

The impact of the economic recession was reflected in liquor sales activity throughout British Columbia. While total dollar sales increased moderately, units sold through liquor stores declined by one-half per cent compared with 1981-82 levels. A year of declining sales was a sharp contrast to the rapid and consistent growth experienced by the branch for many years. The sales product mix continued to reflect a shift from spirits to wines.

During the past year, Store Operations became increasingly concerned with the sales mandate of the department. A number of changes were implemented to improve service levels for customers and provide better opportunities for sales. In a number of stores, store hours were modified to better service local communities.

In tourist areas, for example, small stores which have closed one day a week in the past are now open six days a week. In other cases, changes in hours at neighborhood stores have been made to be more compatible with the shopping habits of customers.

Increasing attention has been paid to methods of display and, in particular, new fixtures at the check-out counter have been provided to make special purchases more readily available. In stores with limited display and warehouse space, island shelving has been increased to four levels providing more room for the same products, reducing stock-outs, and increasing the number of products which may be carried in the same floor area.

Government Liquor Stores

The total number of government liquor stores at year end stood at 214. During the past year, additional new stores were opened in Winfield in the Okanagan, Port Hardy and Tumbler Ridge. The Tumbler Ridge store was established in a temporary trailer pending completion of a permanent liquor store in late 1983. The smallest liquor store by volume in the province, Port Edward, and the first self-serve in Canada, Brentwood, were closed during the year. In the case of the Brentwood closure, arrangements were made in all surrounding stores to ensure that service to the public was maintained.

Agency Stores

A total of 10 agency store appointments were made during the year, seven in remote communities, two at estate wineries, and one at a commercial winery. One agency liquor store and one estate winery agency were closed. At year end there were 68 agencies in remote areas, and 12 in operation at commercial wineries, estate wineries, or at a distillery.

SUMMARY OF STORE SALES

For the Year Ended March 31, 1983

By Electoral District

<u>Store No.</u>	<u>Government Liquor Store</u>	<u>Total Sales</u>
ALBERNI ELECTORAL DISTRICT		
040	Port Alberni - 10th	4,084,334
104	Port Alberni - Northport	3,324,813
118	Tofino	768,461
216	Ucluelet	948,351
ATLIN ELECTORAL DISTRICT		
004	Atlin	275,982
047	Stewart	655,228
084	Cassiar	964,322
BOUNDARY SIMILKAMEEN ELECTORAL DISTRICT		
014	Greenwood	335,315
015	Grand Forks	2,218,986
019	Keremeos	830,551
039	Penticton	4,551,561
069	Oliver	1,840,977
083	Osoyoos	2,141,180
086	Summerland	1,804,276
130	Penticton Plaza	5,792,923
BURNABY - EDMONDS ELECTORAL DISTRICT		
220	Middlegate	9,126,997
BURNABY - NORTH ELECTORAL DISTRICT		
077	Lougheed Mall	7,599,604
137	Kensington	3,787,645
217	North Burnaby	8,539,859
224	Brentwood	3,577,381

SUMMARY OF STORE SALES

For the Year Ended March 31, 1983

By Electoral District

<u>Store No.</u>	<u>Government Liquor Store</u>	<u>Total Sales</u>
BURNABY - WILLINGDON ELECTORAL DISTRICT		
121	Royal Oak	3,566,383
203	South Burnaby	5,501,693
CARIBOO ELECTORAL DISTRICT		
043	Quesnel	4,191,322
063	Williams Lake	6,590,264
156	Quesnel West	1,699,994
201	Clinton	646,207
221	100 Mile House	4,179,073
CHILLIWACK ELECTORAL DISTRICT		
007	Chilliwack	6,540,260
057	Vedder Crossing	3,365,349
064	Agassiz	1,618,944
COLUMBIA RIVER ELECTORAL DISTRICT		
016	Golden	1,899,334
017	Invermere	2,752,123
066	Kimberley	2,361,278
245	Radium	997,819
COMOX ELECTORAL DISTRICT		
008	Cumberland	730,064
010	Courtenay	6,590,568
034	Qualicum	1,764,471
042	Parksville	2,352,289
157	Parksville - North	2,831,347
235	Comox	3,393,463

SUMMARY OF STORE SALES

For the Year Ended March 31, 1983

By Electoral District

<u>Store No.</u>	<u>Government Liquor Store</u>	<u>Total Sales</u>
	COQUITLAM - MALLARDVILLE ELECTORAL DISTRICT	
153	Como Lake	4,341,416
200	Austin Road	4,607,884
	COQUITLAM - MOODY ELECTORAL DISTRICT	
011	Port Coquitlam	3,669,650
089	Prairie Mall	2,763,711
163	Westwood	4,797,788
205	Port Moody	3,274,675
	COWICHAN - MALAHAT ELECTORAL DISTRICT	
012	Duncan	8,917,670
067	Lake Cowichan	1,433,609
206	Chemainus	1,552,383
	DELTA ELECTORAL DISTRICT	
025	Ladner	3,806,715
098	Tsawwassen	4,642,609
145	Scottsdale	6,315,265
241	Kennedy Heights	10,053,269
	DEWNEY ELECTORAL DISTRICT	
027	Mission	4,477,753
065	Haney	5,528,694
164	West Maple Ridge	2,783,931
165	Pitt Meadows	1,169,197

SUMMARY OF STORE SALES

For the Year Ended March 31, 1983

By Electoral District

<u>Store No.</u>	<u>Government Liquor Store</u>	<u>Total Sales</u>
ESQUIMALT - PORT RENFREW ELECTORAL DISTRICT		
068	Esquimalt	3,766,893
125	Langford	4,071,829
219	Colwood	3,069,694
229	Sooke	1,936,474
CENTRAL FRASER VALLEY ELECTORAL DISTRICT		
001	Abbotsford	4,924,928
149	Clearbrook	4,273,522
KAMLOOPS ELECTORAL DISTRICT		
021	Kamloops	6,946,662
079	Sahali	3,165,874
088	Clearwater	1,337,128
108	Valleyview	3,153,383
138	Barriere	714,147
147	Westsyde	1,304,214
223	North Kamloops	6,235,157
KOOTENAY ELECTORAL DISTRICT		
009	Cranbrook	4,435,774
013	Fernie	2,207,239
028	Sparwood	1,193,038
131	Elkford	982,448
151	Tamarack	2,210,551
LANGLEY ELECTORAL DISTRICT		
022	Langley	9,207,068
109	Aldergrove	3,722,100
127	Fort Langley	1,927,469

SUMMARY OF STORE SALES

For the Year Ended March 31, 1983

By Electoral District

<u>Store No.</u>	<u>Government Liquor Store</u>	<u>Total Sales</u>
MACKENZIE ELECTORAL DISTRICT		
041	Powell River	5,818,398
080	Gibsons	2,885,158
082	Ocean Falls	296,450
093	Madeira Park	1,006,267
230	Sechelt	2,870,574
232	Bella Coola	809,827
NANAIMO ELECTORAL DISTRICT		
024	Ladysmith	1,987,350
033	Cavan Street	4,274,486
134	Gabriola Island	541,518
159	Harwood	2,547,504
243	Terminal Park	11,291,462
NELSON - CRESTON ELECTORAL DISTRICT		
018	Kaslo	594,809
032	Nelson	5,061,848
074	New Denver	355,259
075	Creston	1,774,476
162	Creston (Canyon)	600,726
202	Nakusp	1,095,314
207	Salmo	593,725
NEW WESTMINSTER ELECTORAL DISTRICT		
031	10th Street	7,239,372
097	8th and McBride	5,055,967

SUMMARY OF STORE SALES

For the Year Ended March 31, 1983

By Electoral District

<u>Store No.</u>	<u>Government Liquor Store</u>	<u>Total Sales</u>
NORTH ISLAND ELECTORAL DISTRICT		
005	Campbell River	10,319,181
055	Gold River	778,496
056	Tahsis	523,377
115	Port McNeill	1,660,377
128	Port Alice	462,041
168	Port Hardy Market Street	178,732
225	Alert Bay	461,809
236	Port Hardy	2,559,049
NORTH VANCOUVER - CAPILANO ELECTORAL DISTRICT		
030	North Vancouver - 2nd	6,149,875
107	Westview	9,528,178
152	Capilano Mall	4,544,558
NORTH VANCOUVER - SEYMOUR ELECTORAL DISTRICT		
133	Dollarton	2,382,303
247	Lynn Valley	6,800,200
OKANAGAN NORTH ELECTORAL DISTRICT		
062	Vernon	7,071,611
135	Polson Place	4,500,045
214	Lumby	1,085,107
OKANAGAN SOUTH ELECTORAL DISTRICT		
020	Kelowna - Leon	3,207,143
103	Kelowna - Capri	7,501,024
143	Westbank	2,856,505
148	Kelowna South	4,530,610
166	Winfield	619,055
246	Rutland	5,155,350

SUMMARY OF STORE SALES

For the Year Ended March 31, 1983

By Electoral District

<u>Store No.</u>	<u>Government Liquor Store</u>	<u>Total Sales</u>
OMINECA ELECTORAL DISTRICT		
073	Burns Lake	1,715,132
081	Vanderhoof	1,651,356
091	Fraser Lake	796,964
099	Houston	1,653,532
119	Granisle	364,982
248	Fort St. James	1,248,516
PEACE RIVER NORTH ELECTORAL DISTRICT		
003	Fort St. John	6,230,024
222	Fort Nelson	2,191,012
234	Hudson's Hope	417,939
PEACE RIVER SOUTH ELECTORAL DISTRICT		
169	Tumbler Ridge	43,235
212	Dawson Creek	5,431,419
238	Chetwynd	2,002,953
PRINCE GEORGE NORTH ELECTORAL DISTRICT		
106	MacKenzie	1,777,526
036	Prince George - 6th	4,407,465
114	Prince George - Hart	2,286,917
239	Prince George - 20th	7,773,996

SUMMARY OF STORE SALES

For the Year Ended March 31, 1983

By Electoral District

<u>Store No.</u>	<u>Government Liquor Store</u>	<u>Total Sales</u>
	PRINCE GEORGE SOUTH ELECTORAL DISTRICT	
026	McBride	475,201
096	Valemount	633,245
126	Prince George - 10th	8,160,311
154	Prince George - College Heights	2,101,433
	PRINCE RUPERT ELECTORAL DISTRICT	
035	Prince Rupert	7,195,001
105	Masset	1,113,762
132	Port Edward	90,845
211	Queen Charlotte City	1,443,306
	RICHMOND ELECTORAL DISTRICT	
076	Brighouse	9,955,319
085	Lansdowne	6,637,331
120	Shellmont	4,385,702
244	Seafair	3,433,347
	ROSSLAND - TRAIL ELECTORAL DISTRICT	
044	Rossland	1,031,002
051	Trail	3,992,308
078	Castlegar	3,039,819
095	Fruitvale	852,722

SUMMARY OF STORE SALES

For the Year Ended March 31, 1983

By Electoral District

<u>Store No.</u>	<u>Government Liquor Store</u>	<u>Total Sales</u>
SAANICH AND THE ISLANDS ELECTORAL DISTRICT		
050	Sidney	5,698,538
059	Trafalgar Square	2,674,479
124	Gorge and Tillicum	9,003,581
140	Cedar Hill	4,678,167
155	Pender Island	487,804
204	Ganges	2,220,466
242	Saanich	9,028,225
SHUSWAP - REVELSTOKE ELECTORAL DISTRICT		
045	Revelstoke	4,066,355
048	Salmon Arm	3,935,859
049	Enderby	1,270,843
092	Sicamous	1,400,247
215	Armstrong	1,366,061
226	Chase	1,820,321
SKEENA ELECTORAL DISTRICT		
046	Smithers	2,975,306
052	Terrace	5,562,334
213	Kitimat	3,709,930
227	Hazelton	773,685
SURREY ELECTORAL DISTRICT		
006	White Rock	4,827,675
070	Cloverdale	4,735,055
110	Ocean Park	3,851,790
116	North Surrey	5,459,882
122	Whalley	6,004,970
240	Guildford	7,099,031

SUMMARY OF STORE SALES

For the Year Ended March 31, 1983

By Electoral District

<u>Store No.</u>	<u>Government Liquor Store</u>	<u>Total Sales</u>
VANCOUVER ELECTORAL DISTRICT		
038	Marpole	6,673,424
053	Harbour Centre	3,467,609
058	Hastings and Slocan	8,732,354
087	Victoria Drive	7,271,744
090	4th and Alma	7,070,168
094	Bute Street	4,339,143
100	Central Licensee	42,221,938
102	Dunbar	3,755,305
111	Commercial	5,841,712
112	Cardero	4,964,742
113	Senlac	8,373,538
117	Broadway and Maple	11,214,005
123	Kingsgate	7,172,205
129	Thurlow	6,206,532
136	Arbutus	3,236,739
141	13th and Granville	2,779,898
144	Mandarin Centre	2,082,631
146	18th and Cambie	3,293,243
160	39th and Cambie	12,674,290
210	Kerrisdale	4,237,773
233	Robson	7,133,670
237	28th and Main	5,679,696
VICTORIA ELECTORAL DISTRICT		
061	Nootka Court	3,608,587
142	Yates Street	3,252,561
150	James Bay	2,824,430
161	Quadra and Hillside	7,497,809
218	Fort Street	9,333,249
231	Government Street	9,983,331

SUMMARY OF STORE SALES

For the Year Ended March 31, 1983

By Electoral District

<u>Store No.</u>	<u>Government Liquor Store</u>	<u>Total Sales</u>
WEST VANCOUVER - HOWE SOUND ELECTORAL DISTRICT		
072	West Vancouver	7,493,748
101	Pemberton	592,205
208	Squamish	3,023,463
228	Park Royal	8,325,645
302	Whistler	2,237,960
YALE - LILLOOET ELECTORAL DISTRICT		
002	Ashcroft	814,246
023	Lillooet	1,455,664
029	Merritt	2,508,730
037	Princeton	1,663,639
060	Cache Creek	1,050,865
071	Hope	2,488,911
139	Logan Lake	599,064
209	Lytton	443,689
TOTAL		\$836,042,299

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Victoria (1984-1)

NOTES

M □ PORT ALBERNI - 10th □ PARKSVILLE □ GOLD RIVER □ TAHSIS □ PORT ALBERNI - NORTH
NORTHPORT □ TOFINO □ PARKSVILLE NORTH □ UCLUELET □ ATLIN □ STEWART □ CASSAR
□ GREENWOOD □ GRAND FORKS □ KEREMEOS □ PENTICTON □ OLIVER □ OSOYOOS □ PE
S □ PENTICTON PLAZA □ ROYAL OAK □ KENSINGTON □ SOUTH BURNABY □ NORTH BURNABY
BURNABY □ MIDDLEGATE □ BRENTWOOD □ LOUGHEED PLAZA □ QUESNEL □ CACHE CREEK
CREEK □ WILLIAMS LAKE □ QUESNEL WEST □ CLINTON □ 100 MILE HOUSE □ ABBOTSFORD
FORD □ CHILLIWACK □ VEDDER CROSSING □ GOLDEN □ INVERMERE □ RADIUM □ CAMBES
LL RIVER □ CUMBERLAND □ COURTENAY □ PORT MCNEILL □ PORT ALICE □ ALERT BAY
AY □ COMOX □ PORT HARDY □ PORT COQUITLAM □ PRAIRIE MALL □ COMO LAKE □ ALST
ROAD □ PORT MOODY □ DUNCAN □ LADYSMITH □ LAKE COWICHAN □ GABRIOLA ISLAND
CHEMAINUS □ WHITE ROCK □ LADNER □ TSAWWASSEN □ OCEAN PARK □ SCOTTSDALE
DALE □ KENNEDY HEIGHTS □ MISSION □ AGASSIZ □ HANEY □ ESQUIMALT □ LANGFORD
RD □ COLWOOD □ SOOKE □ McBRIDE □ PRINCE GEORGE - 6th □ VALEMOUNT □ MACKENZIE
ZIE □ PRINCE GEORGE - HART □ PRINCE GEORGE - 10th □ PRINCE GEORGE - COLLEGE HEIGHTS
IGHTS □ PRINCE GEORGE - 20th □ KAMLOOPS □ SAHALI □ CLEARWATER □ VALLEYVIEW
IEW □ BARRIERE □ LOGAN LAKE □ WESTSYDE □ NORTH KAMLOOPS □ CRANBROOK □ FER
OOK □ FERNIE □ SPARWOOD □ KIMBERLEY □ ELKFORD □ TAMARACK □ LANGLEY □ CROFT
ALE □ ALDERGROVE □ FORT LANGLEY □ CLEARBROOK □ POWELL RIVER □ GIBSONS □ DO
□ OCEAN FALLS □ MADEIRA PARK □ SECHLT □ BELLA COOLA □ CAVAN STREET □ HARBOUR
DD □ TERMINAL PARK □ NELSON □ CRESTON □ SALMO □ CRESTON CANYON □ 10th STREET
EET □ 8th & McBRIDE □ VERNON □ POLSON PLACE □ LUMBY □ FORT ST. JOHN □ FORT
LSON □ HUDSON HOPE □ NORTH VANCOUVER - 2nd □ WESTVIEW □ DOLLARTON □ LYNX
LLEY □ BURNS LAKE □ VANDERHOOF □ FRASER LAKE □ HOUSTON □ GRANISLE □ FORT
JAMES □ PRINCE RUPERT □ MASSET □ PORT EDWARD □ QUEEN CHARLOTTE CITY □ KIS
□ REVELSTOKE □ NEW DENVER □ NAKUSP □ BRIGHOUSE □ LANSDOWNE □ SHELLMONT
ONT □ SEAFAIR □ ROSSLAND □ TRAIL □ CASTLEGAR □ FRUITVALE □ SIDNEY □ TRAFAL
AR SQUARE □ CEDAR HILL □ PENDER ISLAND □ GANGES □ SAANICH □ SALMON ARM □
ERBY □ SICAMOUS □ ARMSTRONG □ CHASE □ SMITHERS □ TERRACE □ KITIMAT □
□ HAZELTON □ KELOWNA - LEON □ SUMMERLAND □ KELOWNA - CAPRI □ WESTBANK
NK □ KELOWNA SOUTH □ RUTLAND □ DAWSON CREEK □ CHETWYND □ NORTH SURREY
WHALLEY □ GUILDFORD □ MARPOLE □ HARBOUR CENTRE □ HASTINGS STREET □ HAST
S & SLOCAN □ VICTORIA DRIVE □ 4th & ALMA □ BUTE STREET □ CENTRAL LICENSEE □
DUNBAR □ COMMERCIAL □ CARDERO □ SENLAC □ BROADWAY & MAPLE □ KINGSGATE
TE □ THURLOW □ ARBUTUS □ 13th & GRANVILLE □ MANDARIN CENTRE □ 18th & CAM
99th & CAMBIE □ KERRISDALE □ ROBSON □ 28th & MAIN □ NOOTKA COURT □ GORGE & T
TILLICUM □ YATES STREET □ JAMES BAY □ FORT STREET □ GOVERNMENT STREET □ J
QUADRA & HILLSIDE □ WEST VANCOUVER □ PEMBERTON □ CAPILANO MALL □ SQUAMISH
H □ PARK ROYAL □ WHISTLER □ ASHCROFT □ LILLOOET □ MERRITT □ PRINCETON □ H
ON □ HOPE □ LYTTON □ QUALICUM □ PORT ALBERNI - 10th □ PARKSVILLE □ GOLD RIVER

POOR

QUALITY

ORIGINAL